

**STATE OF NORTH CAROLINA  
COUNTY OF MECKLENBURG**

**THIRD AMENDMENT TO THE AGREEMENT TO PROVIDE  
FURNITURE, INSTALLATION, AND RELATED PRODUCTS AND SERVICES**

**THIS THIRD AMENDMENT TO THE AGREEMENT TO PROVIDE FURNITURE, INSTALLATION, AND RELATED PRODUCTS AND SERVICES** (this "Third Amendment") is made and entered into this 18th of March 2021, by and between Herman Miller, Inc., a Michigan corporation doing business in North Carolina (the "Company"), and the City of Charlotte, a North Carolina municipal corporation (the "City").

**Statement of Background and Intent**

- A. The City of Charlotte and the Company entered into an Agreement for furniture, installation, and related products and services dated January 1, 2020 (the "Contract") pursuant to which the Company agreed to provide furniture, installation, and related products and services for the City of Charlotte.
- B. The parties amended the Contract to incorporate changes to the Delivery and Force Majeure clauses.
- C. The parties amended the Contract to modify the list of public agencies eligible to register with OMNIA Partners and access the Contract.
- D. The parties now desire to amend the Contract to add and delete product lines and incorporate certain other changes.

NOW, THEREFORE, in consideration of the mutual covenants and agreements contained herein, the parties hereby agree to the following:

**AGREEMENT**

- 1. The terms of the Contract are restated by and incorporated into this Third Amendment by reference.
- 2. Defined terms used in this Third Amendment shall have the same meaning as are assigned to such terms in the Contract.
- 3. The Pricing Sheets in Exhibit A of the Contract is hereby replaced in its entirety due to the addition and deletion of product lines which are attached hereto as Exhibit A.2.
- 4. Except to the extent specifically provided above, this amendment shall not be interpreted or construed as waiving any rights, obligations, remedies, or claims the parties may otherwise have under the Contract.
- 5. In all other respects and except as modified herein, the terms of the Contract shall remain in force and effect.

*[Signature Page Follows]*

IN WITNESS WHEREOF, and in acknowledgement that the parties hereto have read and understood each and every provision hereof, the parties have caused this Third Amendment to be executed as of the date first written above.

**HERMAN MILLER, INC.**

**CITY OF CHARLOTTE:  
CITY MANAGER'S OFFICE**

Preston Z  
Ziegler:A0109B30000016  
BY: D1C502E0700000E76  
*(signature)*

Digitally signed by Preston Z  
Ziegler:A0109B30000016D1C502  
E0700000E76  
Date: 2021.03.22 12:47:53 -04'00'

BY: \_\_\_\_\_  
*(signature)*

PRINT NAME: Preston Z. Ziegler

PRINT NAME: \_\_\_\_\_

TITLE: Contract Manager

TITLE: \_\_\_\_\_

DATE: 3/19/2021

DATE: \_\_\_\_\_



CITY OF  
**CHARLOTTE**  
Digital Contract Routing Form  
Non-Encumbered

Date Submitted: March 29, 2021

Submitted by: Genetta N. Carothers

Submitter email: genetta.carothers@charlottenc.gov

Contract #: 2020000622

Amendment #: 3

Contract Name: Citywide Furniture (City Dist. Alfred Williams & Co.)

Vendor Legal Name: Herman Miller, Inc.

Vendor #: 308726

**REQUIRED ATTACHMENT(S):**

Use the Paperclip icon to attach a full Contract Document Routing Packet for review by the authorized City individual with signature authority. The Routing Packet **MUST** include all required components per the direction provided at:

The following signatures, once completed, shall be incorporated by reference into the contractual document identified above.

**City of Charlotte**

eSigned via SeamlessDocs.com  
*Victoria O. Johnson*  
Key: f98f2b821082081c08604836a8d96b851

HERMAN MILLER - CONTRACT 2020000622  
EXHIBIT A.2 - PRICING SHEET

I. FURNITURE CATEGORIES AND OTHER RELATED PRODUCTS							
FIXED PERCENTAGE (%) DISCOUNT OFF THE MANUFACTURER'S LIST PRICE			TIERS ARE BASED ON LIST PRODUCT VALUE OF EACH OTHER				
CATEGORY	PRODUCT NAME AND CODE USED TO LOCATE LIST PRICE CATALOG	CATALOG DATE	\$1 - \$100,000		\$100,001 - \$400,000		\$400,001 and Above
			DROP SHIP	INSIDE DELIVERY	DROP SHIP	INSIDE DELIVERY	ALL SERVICE OPTIONS
Systems Furniture	Action Office® 1 & AO2 Panels (B)	September 3, 2019	70.50%	68.50%	71.50%	69.50%	Negotiable
Systems Furniture	Action Office® 2 Components (J)	September 3, 2019	70.50%	68.50%	71.50%	69.50%	Negotiable
Systems Furniture	Canvas Channel (FZ)	September 3, 2019	69.00%	67.00%	71.00%	69.00%	Negotiable
Systems Furniture	Canvas Dock (ED)	September 3, 2019	69.00%	67.00%	71.00%	69.00%	Negotiable
Systems Furniture	Canvas Office Landscape® Group-Based (FR)	September 3, 2019	69.00%	67.00%	71.00%	69.00%	Negotiable
Systems Furniture	Canvas Office Landscape® Private Office (FV)	September 3, 2019	69.00%	67.00%	71.00%	69.00%	Negotiable
Systems Furniture	Canvas Office Landscape® Wall-Based (FT)	September 3, 2019	69.00%	67.00%	71.00%	69.00%	Negotiable
Systems Furniture	Canvas Vista (FX)	September 3, 2019	69.00%	67.00%	71.00%	69.00%	Negotiable
Systems Furniture	Ethospace® (U)	September 3, 2019	69.00%	67.00%	71.00%	69.00%	Negotiable
Systems Furniture	Formwork™ (CY)	September 3, 2019	40.00%	38.00%	42.00%	40.00%	Negotiable
Systems Furniture	Intent Solution (CF)	September 3, 2019	53.00%	51.00%	55.00%	53.00%	Negotiable
Systems Furniture	Layout Studio® (LS)	September 3, 2019	51.00%	49.00%	53.00%	51.00%	Negotiable
Systems Furniture	Prospect (CB)	September 3, 2019	53.20%	51.20%	54.50%	52.50%	Negotiable
Systems Furniture	Public Office Landscape™ (BV)	September 3, 2019	54.00%	52.00%	56.00%	54.00%	Negotiable
Systems Furniture - Ancillary	Accessories (8)	September 3, 2019	70.50%	68.50%	71.50%	69.50%	Negotiable
Systems Furniture - Ancillary	C-Style Overhead Storage (CS)	September 3, 2019	69.00%	67.00%	71.00%	69.00%	Negotiable
Systems Furniture - Ancillary	Energy Distribution System (C)	September 3, 2019	70.50%	68.50%	71.50%	69.50%	Negotiable
Systems Furniture - Ancillary	Geiger Custom Product (G8)	January 4, 2021	51.00%	49.00%	52.00%	50.00%	Negotiable
Systems Furniture - Ancillary	Geiger Generic (HR)	January 4, 2021	51.00%	49.00%	52.00%	50.00%	Negotiable
Systems Furniture - Ancillary	Generic (R)	September 3, 2019	64.00%	64.00%	66.00%	66.00%	Negotiable
Systems Furniture - Ancillary	Innovative Products (IP)	September 3, 2019	46.00%	44.00%	48.00%	46.00%	Negotiable
Systems Furniture - Ancillary	Keys & Locks (KA)	September 3, 2019	64.00%	64.00%	66.00%	66.00%	Negotiable
Systems Furniture - Ancillary	Lighting (A)	September 3, 2019	70.50%	68.50%	71.50%	69.50%	Negotiable
Systems Furniture - Ancillary	Textiles (K)	September 3, 2019	64.00%	64.00%	66.00%	66.00%	Negotiable
Systems Furniture - Ancillary	Thrive® CBS Portfolio (ZZ)	September 3, 2019	54.00%	52.00%	56.00%	54.00%	Negotiable
Systems Furniture - Ancillary	Thrive® Ergonomic Portfolio (ZZ)	September 3, 2019	54.00%	52.00%	56.00%	54.00%	Negotiable
Systems Furniture - Ancillary	Thrive® Global (Z3)	September 3, 2019	54.00%	52.00%	56.00%	54.00%	Negotiable
Freestanding Furniture	AGL Table Group™ (DF)	September 3, 2019	37.00%	35.00%	39.00%	37.00%	Negotiable
Freestanding Furniture	Burdick Group™ (Y)	September 3, 2019	46.00%	44.00%	48.00%	46.00%	Negotiable
Freestanding Furniture	Canvas Office Landscape® Metal Desk (FK)	September 3, 2019	69.00%	67.00%	71.00%	69.00%	Negotiable
Freestanding Furniture	Commend (HQ)	January 4, 2021	66.50%	64.50%	68.50%	66.50%	Negotiable
Freestanding Furniture	Eames® Tables (ET)	September 3, 2019	48.70%	46.70%	51.30%	49.30%	Negotiable
Freestanding Furniture	Ergonomic Computer Furniture (TE)	September 3, 2019	64.00%	62.00%	66.00%	64.00%	Negotiable
Freestanding Furniture	Everywhere™ Tables (IV)	September 3, 2019	67.00%	65.00%	69.00%	67.00%	Negotiable
Freestanding Furniture	Exclave Performance Gear (EX)	September 3, 2019	53.30%	51.30%	54.70%	52.70%	Negotiable
Freestanding Furniture	Headway Conference Tables (IM)	January 4, 2021	66.50%	64.50%	68.60%	66.50%	Negotiable
Freestanding Furniture	Herman Miller International Collection™ (IK)	September 3, 2019	46.00%	44.00%	48.00%	46.00%	Negotiable
Freestanding Furniture	Herman Miller Tables (F)	September 3, 2019	69.00%	67.00%	71.00%	69.00%	Negotiable
Freestanding Furniture	Motia Table (AH)	September 3, 2019	67.00%	65.00%	69.00%	67.00%	Negotiable
Freestanding Furniture	Nelson™ Tables (NX)	September 3, 2019	37.00%	35.00%	39.00%	37.00%	Negotiable
Freestanding Furniture	Nevi Link (IL)	September 3, 2019	67.00%	65.00%	69.00%	67.00%	Negotiable
Freestanding Furniture	Nevi Sit-to-Stand Tables (ID)	September 3, 2019	67.00%	65.00%	69.00%	67.00%	Negotiable
Freestanding Furniture	OE1 Boundary (JC)	January 4, 2021	66.25%	64.25%	67.25%	65.25%	Negotiable
Freestanding Furniture	OE1 Micro Packs (JD)	January 4, 2021	67.25%	65.25%	68.25%	66.25%	Negotiable
Freestanding Furniture	OE1 Tables and Bench (JF)	January 4, 2021	67.25%	65.25%	68.25%	66.25%	Negotiable
Freestanding Furniture	Renew Link (IB)	September 3, 2019	67.00%	65.00%	69.00%	67.00%	Negotiable

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CATEGORY	PRODUCT NAME AND CODE USED TO LOCATE LIST PRICE CATALOG	CATALOG DATE	\$1 - \$100,000		\$100,001 - \$400,000		\$400,001 and Above
			DROP SHIP	INSIDE DELIVERY	DROP SHIP	INSIDE DELIVERY	ALL SERVICE OPTIONS
Freestanding Furniture	Renew Tables (IE)	September 3, 2019	67.00%	65.00%	69.00%	67.00%	Negotiable
Freestanding Furniture	Geiger Axon (HW)	September 3, 2019	40.00%	38.00%	42.00%	40.00%	Negotiable
Freestanding Furniture	Geiger Domino Storage™ (DS)	September 3, 2019	40.00%	38.00%	42.00%	40.00%	Negotiable
Freestanding Furniture	Geiger Catalystr™ (HL)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Caucus Conferencing Suite™ (HY)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Conference Tables (HZ)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Eco™ Group (GF)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Elsi (LC)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Keyeira™ Express (HN) <i>(discontinued)</i>						
Freestanding Furniture	Geiger Levels® (HV)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger MP Tables (HE)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Occasional Tables (H9)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger One Casegoods (H1)	January 4, 2021	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Other (GZ)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Petri/Eco Common (GT)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Petri™ Casegoods (GR)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Petri™ CaseSystem (GQ)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Rhythm Casegoods (RM)	January 4, 2021	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Shelf (SS)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Tablet® Casegoods (G9)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Triuna™ Collection (G2)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Geiger Ward Bennett™ Tables & Storage (H3)	September 3, 2019	43.00%	41.00%	45.00%	43.00%	Negotiable
Freestanding Furniture	Rhythm (RM)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Freestanding Furniture	Nelson Lighting (NL)	September 3, 2019	37.00%	35.00%	39.00%	37.00%	Negotiable
Seating / Chairs	Aeron® Chairs (EC)	September 3, 2019	51.00%	49.00%	53.00%	51.00%	Negotiable
Seating / Chairs	Aside® Seating (PD)	September 3, 2019	53.00%	51.00%	55.00%	53.00%	Negotiable
Seating / Chairs	Axa Folding Chair (XA)	January 4, 2021	37.25%	35.25%	38.25%	36.25%	Negotiable
Seating / Chairs	Caper® Chair (WC)	September 3, 2019	53.00%	51.00%	55.00%	53.00%	Negotiable
Seating / Chairs	Celle® Chair (TR)	September 3, 2019	51.00%	49.00%	53.00%	51.00%	Negotiable
Seating / Chairs	Chadwick™ Modular Seating (V)	September 3, 2019	37.00%	35.00%	39.00%	37.00%	Negotiable
Seating / Chairs	Classical Seating (E)	September 3, 2019	46.00%	44.00%	48.00%	46.00%	Negotiable
Seating / Chairs	Collection (ER)	September 3, 2019	46.00%	44.00%	48.00%	46.00%	Negotiable
Seating / Chairs	Cosm (FC)	September 3, 2019	51.00%	49.00%	53.00%	51.00%	Negotiable
Seating / Chairs	Eames® Aluminum Group (H)	September 3, 2019	46.00%	44.00%	48.00%	46.00%	Negotiable
Seating / Chairs	Eames® Molded Plastic and Wire Chairs (VT)	September 3, 2019	40.00%	38.00%	42.00%	40.00%	Negotiable
Seating / Chairs	Eames® Tandem Seating (L)	September 3, 2019	46.00%	44.00%	48.00%	46.00%	Negotiable
Seating / Chairs	Embody® (CN)	September 3, 2019	49.00%	47.00%	51.00%	49.00%	Negotiable
Seating / Chairs	Goetz™ Sofa (GS)	September 3, 2019	40.00%	38.00%	42.00%	40.00%	Negotiable
Seating / Chairs	Keyn (TV)	September 3, 2019	49.00%	47.00%	51.00%	49.00%	Negotiable
Seating / Chairs	Limerick® Seating (PO)	September 3, 2019	53.00%	51.00%	55.00%	53.00%	Negotiable
Seating / Chairs	Lino (MI)	September 3, 2019	51.00%	49.00%	53.00%	51.00%	Negotiable
Seating / Chairs	Mirra2 Seating (LF)	September 3, 2019	51.00%	49.00%	53.00%	51.00%	Negotiable
Seating / Chairs	Plex (XX)	September 3, 2019	46.00%	44.00%	48.00%	46.00%	Negotiable
Seating / Chairs	Portrait Chair (AW)	January 4, 2021	46.00%	44.00%	48.00%	46.00%	Negotiable
Seating / Chairs	SAYL® (AV)	September 3, 2019	51.00%	49.00%	53.00%	51.00%	Negotiable
Seating / Chairs	Setu® (RY)	September 3, 2019	51.00%	49.00%	53.00%	51.00%	Negotiable

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CATEGORY	PRODUCT NAME AND CODE USED TO LOCATE LIST PRICE CATALOG	CATALOG DATE	\$1 - \$100,000		\$100,001 - \$400,000		\$400,001 and Above
			DROP SHIP	INSIDE DELIVERY	DROP SHIP	INSIDE DELIVERY	ALL SERVICE OPTIONS
Seating / Chairs	Stools (SO)	September 3, 2019	37.00%	35.00%	39.00%	37.00%	Negotiable
Seating / Chairs	Verus (PI)	September 3, 2019	51.00%	49.00%	53.00%	51.00%	Negotiable
Seating / Chairs	Geiger Foray (NG)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Seating / Chairs	Geiger Guest Seating (H5)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Seating / Chairs	Geiger Sotto™ (H6)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Seating / Chairs	Geiger Stackable™ (H7)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Seating / Chairs	Geiger Stools (H2)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Seating / Chairs	Geiger Taper (FG)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Seating / Chairs	Leeway (LA)	September 3, 2019	51.00%	49.00%	51.00%	49.00%	Negotiable
Seating / Chairs	Pronta Stacking Chair (JO)	January 4, 2021	53.50%	51.50%	54.50%	52.50%	Negotiable
Seating / Chairs	Valor Side Chair (CR)	January 4, 2021	46.00%	44.00%	48.00%	46.00%	Negotiable
Seating / Chairs	Whisk (HX)	January 4, 2021	46.00%	44.00%	48.00%	46.00%	Negotiable
Soft Seating	HAY HM (2C)	September 3, 2019	46.00%	44.00%	48.00%	46.00%	Negotiable
Soft Seating	naughtone (NO)	September 3, 2019	46.00%	44.00%	46.00%	44.00%	Negotiable
Soft Seating	Nemschoff	January 7, 2019	48.00%	47.00%	48.00%	47.00%	Negotiable
Soft Seating	Swoop™ (OA)	September 3, 2019	46.00%	44.00%	48.00%	46.00%	Negotiable
Soft Seating	Geiger Lounge Seating (H8)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Soft Seating	Geiger Reframe (HJ)	September 3, 2019	51.00%	49.00%	52.00%	50.00%	Negotiable
Soft Seating	Geiger Ward Bennett™ Seating (HU)	September 3, 2019	43.00%	41.00%	45.00%	43.00%	Negotiable
Soft Seating	ColourForm Sofa Group (CU)	September 3, 2019	37.00%	35.00%	39.00%	37.00%	Negotiable
Soft Seating	Objects (AB)	September 3, 2019	37.00%	35.00%	39.00%	37.00%	Negotiable
Soft Seating	Striad (SD)	September 3, 2019	37.00%	35.00%	39.00%	37.00%	Negotiable
Filing Systems, Storage & Equipment	Canvas Office Landscape® Metal Filing & Storage (FM)	September 3, 2019	69.00%	67.00%	71.00%	69.00%	Negotiable
Filing Systems, Storage & Equipment	Canvas Office Landscape® Wood Filing & Storage (FF)	September 3, 2019	69.00%	67.00%	71.00%	69.00%	Negotiable
Filing Systems, Storage & Equipment	Meridian® Laterals (MF)	September 3, 2019	54.00%	52.00%	56.00%	54.00%	Negotiable
Filing Systems, Storage & Equipment	Meridian® Pedestals (MP)	September 3, 2019	54.00%	52.00%	56.00%	54.00%	Negotiable
Filing Systems, Storage & Equipment	Meridian® Storage Cases/Book Cases (MS)	September 3, 2019	52.00%	50.00%	54.00%	52.00%	Negotiable
Filing Systems, Storage & Equipment	Meridian® Towers (MG)	September 3, 2019	52.00%	50.00%	54.00%	52.00%	Negotiable
Filing Systems, Storage & Equipment	Meridian® Verticals (MV)	September 3, 2019	54.00%	52.00%	56.00%	54.00%	Negotiable
Filing Systems, Storage & Equipment	Nelson™ Cabinets (NC)	September 3, 2019	37.00%	35.00%	39.00%	37.00%	Negotiable
Filing Systems, Storage & Equipment	Nemschoff Bedside Cabinet (CD)	January 4, 2021	46.00%	44.00%	47.00%	45.00%	Negotiable
Filing Systems, Storage & Equipment	OE1 Storage (JE)	January 4, 2021	67.25%	65.25%	68.25%	66.25%	Negotiable
Filing Systems, Storage & Equipment	Quadrant B-Front Lateral Files (2)	September 3, 2019	52.00%	50.00%	54.00%	52.00%	Negotiable
Filing Systems, Storage & Equipment	Quadrant B-Front Pedestals (BP)	September 3, 2019	69.00%	67.00%	71.00%	69.00%	Negotiable
Filing Systems, Storage & Equipment	Quadrant F-Front Lateral Files (2A)	September 3, 2019	52.00%	50.00%	54.00%	52.00%	Negotiable
Filing Systems, Storage & Equipment	Quadrant F-Front Pedestals (BO)	September 3, 2019	69.00%	67.00%	71.00%	69.00%	Negotiable
Filing Systems, Storage & Equipment	Tu® Laterals (UL)	September 3, 2019	66.80%	64.80%	68.20%	66.20%	Negotiable
Filing Systems, Storage & Equipment	Tu® Pedestals (UP)	September 3, 2019	66.80%	64.80%	68.20%	66.20%	Negotiable
Filing Systems, Storage & Equipment	Tu® Storage (US)	September 3, 2019	66.80%	64.80%	68.20%	66.20%	Negotiable
Filing Systems, Storage & Equipment	Tu® Towers (UT)	September 3, 2019	66.80%	64.80%	68.20%	66.20%	Negotiable
Filing Systems, Storage & Equipment	Tu® Wood Cases (UW)	September 3, 2019	66.80%	64.80%	68.20%	66.20%	Negotiable
Filing Systems, Storage & Equipment	Tu® Wood Credenzas (UJ)	September 3, 2019	66.80%	64.80%	68.20%	66.20%	Negotiable
Filing Systems, Storage & Equipment	Tu® Wood Cubbies (UH)	September 3, 2019	66.80%	64.80%	68.20%	66.20%	Negotiable
Filing Systems, Storage & Equipment	Tu® Wood Peds (UF)	September 3, 2019	66.80%	64.80%	68.20%	66.20%	Negotiable
Filing Systems, Storage & Equipment	Tu® Wood Towers (UI)	September 3, 2019	66.80%	64.80%	68.20%	66.20%	Negotiable

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OTHER RELATED PRODUCTS	PRODUCT NAME AND CODE USED TO LOCATE LIST PRICE CATALOG	CATALOG DATE	DROP SHIP	INSIDE DELIVERY	DROP SHIP	INSIDE DELIVERY	ALL SERVICE OPTIONS
S	Co/Struc® (S)	September 3, 2019	51.00%	49.00%	53.00%	51.00%	Negotiable
TW	Compass™ System (TW)	September 3, 2019	54.00%	52.00%	55.00%	53.00%	Negotiable
<i>Limited Product Lines</i>	<i>Design Within Reach</i>	<i>January 4, 2021</i>	<i>20.00%</i>	<i>18.00%</i>	<i>20.00%</i>	<i>18.00%</i>	<i>Negotiable</i>
D	Herman Miller for Healthcare Action Lab (D)	September 3, 2019	51.00%	49.00%	53.00%	51.00%	Negotiable
SA	Herman Miller for Healthcare Carts (SA)	September 3, 2019	12.00%	10.00%	12.00%	10.00%	Negotiable
CH	Mora (CH)	September 3, 2019	51.00%	49.00%	53.00%	51.00%	Negotiable
OS	Living Office Hardware (OS) - does not include software/subscriptions	September 3, 2019	50.00%	50.00%	50.00%	50.00%	Negotiable
MN	Overlay (MN)	September 3, 2019	54.00%	52.00%	56.00%	54.00%	Negotiable
CW	Magis® Alliance (CW)	September 3, 2019	40.00%	38.00%	42.00%	40.00%	Negotiable
CX	Mattiazzi Alliance (CX) <i>(discontinued)</i>						

HERMAN MILLER - CONTRACT 202000622  
EXHIBIT A.2 - PRICING SHEET

List prices include freight within the 48 contiguous United States. Shipments outside of the contiguous United States are shipped freight prepaid to point of embarkation with freight costs beyond that point shipped collect.

Purchase order and payment are issued directly to the local authorized Herman Miller dealer.

Payment Terms are Net 30 or as negotiated with the local authorized Herman Miller dealer.

Deposit requirements and progress payments to be negotiated with the local authorized Herman Miller dealer.

Returns & cancellations are allowed only with HMI/dealer approval under HMI's change/cancellation policy.

**Note:**

1. **Drop Ship**, price includes product delivery to the site, the purchaser is responsible for unloading.
2. **Inside Delivery**, price includes All deliveries shall be delivered to the site, unloaded and moved to a designated area in the building. Company is responsible for unloading.
3. **Basic Installation**, price includes inside delivery, uncrating, assembly, installation, removal of all debris from premises, installation documents and the bill of materials per the purchaser's approved plan and specifications.
4. **Expanded Service Installation** price to include basic installation; field measurements surveyed, documented and coordinated; electrical and telecommunication/data in-feed locations are surveyed, documented and coordinated; attend required coordination meetings with purchaser and other contractors; and creation and implementation of punch list by project manager.

**Installation & Delivery Services:**

The service option product discounts include "standard" services only, subject to the conditions listed below. The discounts are "not to exceed" percentages that may be lower as quoted by the servicing dealer dependent on the specific project conditions. Additional charges and services shall be negotiated in advance of the service being performed.

- Installation will be performed during normal weekday working hours.
- Adequate facilities for delivery, unloading, moving and staging/storing the product during the installation process shall be provided.
- Service work will shall not be hindered by other trades.
- Electric, heat, and adequate elevator service will be furnished without charge.
- The immediate installation area shall be complete and free of debris including the carpet/flooring before installation commences.
- Any work requiring a licensed electrician is the responsibility of the buyer.

**Additional Charges May Apply For:**

- 1) Orders of an aggregate quantity of 1 - 10 chairs, desks, files, peds - NTE \$300 fee per delivery.
- 2) Major Metro Markets and any non-ground floor installation: NTE 1% - 3.5% of list product value  
- *Major Metro Markets include large population centers and urban environments.*
- 3) Installation in a clinical/medical environment: NTE 1% - 3.5% of list product value
- 4) Special restrictions or limits established by local laws, ordinances or the directions of the buyer, including but not limited to restrictions on transportations of materials, street access to the job site and/or dock facilities: NTE 1% - 3.5% of list product value
- 5) Installations outside of a 50 mile radius of the servicing dealer: NTE 1% - 2% of list product value.
- 6) Local Prevailing Wage and/or Union Labor Rates
- 7) Mora, Compass, CoStruc casework systems installation to be quoted and approved by the buyer prior to performance of the work.
- 8) Living office installation, software, licenses, and subscriptions will be quoted and approved by the buyer prior to performance of work.

*Any additional charges shall be quoted by the dealer and approved by the buyer prior to performance of the work.*

*NTE = Not To Exceed*



**HERMAN MILLER - CONTRACT 2020000622  
EXHIBIT A.2 - PRICING SHEET**

<b>2. OPTION #1 - FIXED PERCENTAGE (%) DISCOUNT ON INSTALLATION SERVICES:</b>	
Basic Installation - Normal Hours	3% of List for seating products; 5% of List for all other products (Clinical Casework quoted)
Basic Installation - After Hours	See rates in option 2 below
Expanded Installation - Normal Hours	5% of List for seating products; 7% of List for all other products (Clinical Casework quoted)
Expanded Installation - After Hours	See rates in option 2 below
<b>OPTION #2 - FIXED HOURLY RATE RANGE FOR INSTALLATION AND OTHER ADDITIONAL SERVICES AND SOLUTIONS:</b>	
Basic Installation - Normal Hours	See fixed % of Discount In Option 1 above
Basic Installation - After Hours	\$52.50 - \$86.75
Expanded Installation - Normal Hours	See fixed % of Discount In Option 1 above
Expanded Installation - After Hours	\$52.50 - \$86.75
Design	\$55.00 - \$78.75
Project Management	\$55.00 - \$89.25
Asset Management	\$55.00 - \$89.25
Installation/Reconfiguration of existing product	\$40.00 - \$65.00
Strategic Planning Services	\$100 - \$157.50
Occupancy Planning/CAD Drafter	\$60.00 - \$89.25
Build-Out Project Mgt. Services	\$90.00 - \$115.50
FFE Mgt. Services	\$90.00 - \$115.50
Performance Environments	To be Quoted
RePurpose Program	To be Quoted - Herman Miller will work with the customer to determine the best product disposition via our repurpose program
<b>3. FIXED STORAGE RANGE RATE / FT<sup>2</sup> :</b>	
	\$1.50/sq.ft - \$1.85/sq.ft
<b>4. INCENTIVES:</b>	
DESCRIPTION	AMOUNT OR PERCENTAGE
Customized Pricing for Sole Source Agreements / Committed Volume	To Be Negotiated With Buyer
Product Standardization Agreements	To Be Negotiated With Buyer
Custom pricing agreements with Buyer	To Be Negotiated With Buyer
Custom Incentives/Rebate agreements with Buyer	To Be Negotiated With Buyer
*Each Incentive listed above would be separately negotiated with the specific buyer and developed based on the level of commitment, preferred vendor status, product standardization, or other commitments from the buyer.	

HERMAN MILLER - CONTRACT 202000622  
EXHIBIT A.2 - PRICING SHEET

**Note:**

1. **Drop Ship**, price includes product delivery to the site, the purchaser is responsible for unloading.
2. **Inside Delivery**, price includes All deliveries shall be delivered to the site, unloaded and moved to a designated area in the building. Company is responsible for unloading.
3. **Basic Installation**, price includes inside delivery, uncrating, assembly, installation, removal of all debris from premises, installation documents and the bill of materials per the purchaser's approved plan and specifications.
4. **Expanded Service Installation** price to include basic installation; field measurements surveyed, documented and coordinated; electrical and telecommunication/data in-feed locations are surveyed, documented and coordinated; attend required coordination meetings with purchaser and other contractors; and creation and implementation of punch list by project manager.

**Installation & Delivery Services:**

The service option product discounts include "standard" services only, subject to the conditions listed below. The discounts are "not to exceed" percentages that may be lower as quoted by the servicing dealer dependent on the specific project conditions. Additional charges and services shall be negotiated in advance of the service being performed.

- Installation will be performed during normal weekday working hours.
- Adequate facilities for delivery, unloading, moving and staging/storing the product during the installation process shall be provided.
- Service work will shall not be hindered by other trades.
- Electric, heat, and adequate elevator service will be furnished without charge.
- The immediate installation area shall be complete and free of debris including the carpet/flooring before installation commences.
- Any work requiring a licensed electrician is the responsibility of the buyer.
- Travel expenses will be quoted extra

**Additional Charges May Apply For:**

- 1) Orders of an aggregate quantity of 1 - 10 chairs, desks, files, peds - NTE \$300 fee per delivery.
- 2) Major Metro Markets and any non-ground floor installation: NTE 1% - 3.5% of list product value  
- *Major Metro Markets include large population centers and urban environments.*
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- 5) Installations outside of a 50 mile radius of the servicing dealer: NTE 1% - 2% of list product value.
- 6) Local Prevailing Wage and/or Union Labor Rates
- 7) Mora, Compass, and CoStruc casework systems installation to be quoted and approved by the buyer prior to performance of the work.
  - 8) Living office installation, software, licenses, and subscriptions will be quoted and approved by the buyer prior to performance of work.

*Any additional charges shall be quoted by the dealer and approved by the buyer prior to performance of the work.*

*NTE = Not To Exceed*



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

3/22/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Arthur J. Gallagher Risk Management Services, Inc. 300 Ottawa NW, Suite 301 Grand Rapids MI 49503	<b>CONTACT NAME:</b> Carolyn Schultz <b>PHONE (A/C No. Ext):</b> 616-233-0910 <b>E-MAIL ADDRESS:</b> carolyn_schultz@ajg.com		<b>FAX (A/C, No):</b> 616-233-0923
	<b>INSURER(S) AFFORDING COVERAGE</b>		
<b>INSURED</b> Herman Miller, Inc 855 E Main Ave. Zeeland, MI 49464	HERMMIL-02	INSURER A :	The Travelers Indemnity Company of CT 25682
		INSURER B :	Standard Fire Insurance Company 19070
		INSURER C :	Everest National Insurance Company 10120
		INSURER D :	
		INSURER E :	
		INSURER F :	

**COVERAGES**

CERTIFICATE NUMBER: 942495865

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	Y		HC2EGLSA-475M286A-20	6/1/2020	6/1/2021	EACH OCCURRENCE	\$ 2,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 1,000,000
							MED EXP (Any one person)	\$ Excluded
							PERSONAL & ADV INJURY	\$ 1,000,000
							GENERAL AGGREGATE	\$ 25,000,000
							PRODUCTS - COMP/OP AGG	\$ 4,000,000
								\$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			HC2ECAP-475M286A-20	6/1/2020	6/1/2021	COMBINED SINGLE LIMIT (Ea accident)	\$ 2,000,000
							BODILY INJURY (Per person)	\$
							BODILY INJURY (Per accident)	\$
							PROPERTY DAMAGE (Per accident)	\$
								\$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			XC8CU00048-201	6/1/2020	6/1/2021	EACH OCCURRENCE	\$ 1,000,000
							AGGREGATE	\$ 1,000,000
								\$
B	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	UB-4P920303-20-NC-T	6/1/2020	6/1/2021	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER	
							E.L. EACH ACCIDENT	\$ 1,000,000
							E.L. DISEASE - EA EMPLOYEE	\$ 1,000,000
							E.L. DISEASE - POLICY LIMIT	\$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

RE: Contract #2020000622-3.

City of Charlotte shall shown as additional insured solely with respect to general liability coverage per form CG D4 11 (designated person or organization) as evidenced herein as required by written contract with respect to work performed by the named insured. General liability coverage is primary/non contributory basis per forms CGT100. The Producer will endeavor to mail 30 days written notice to the Certificate Holder named on the certificate if any policy listed on the certificate is cancelled prior to the expiration date. Failure to do so shall impose no obligation or liability of any kind upon the Producer or otherwise alter the policy terms.

**CERTIFICATE HOLDER****CANCELLATION**

City of Charlotte  
 600 East 4th street 9th Floor  
 Charlotte NC 28202

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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